To: Snow, Robert, Sullivan, Margaret, Doucette, Joyce
From: Campbell, Judy
Posted: 11/20/97 15:06
Opened: 11/21/97 8:53
Subject: DORAL $7.50 / PROMOTION #800007

PROMOTION #800007
ATTACHED IS AN EXCEL SPREADSHEET WITH CUSTOMER LIST, PRODUCT AND DISPLAY NEEDS FOR OUR REGION RETAILERS HANDLED BY OUTSIDE REGION DIRECT ACCOUNTS. PRODUCT AND DISPLAYS HAVE BEEN TRANSFERRED TO REGIONS #1110 AND #1210 AS INDICATED ON THE SPREADSHEET (ONE WORKSHEET FOR EACH REGION).

PLEASE ORDER PRODUCT/ DISPLAYS AND FORWARD CUSTOMER LIST TO APPROPRIATE DIRECT ACCOUNTS. WE ARE WORKING THIS PROMOTION FOR PRODUCT ARRIVAL 1/5/98; HOWEVER, IF THIS DATE DOES NOT 'FIT' YOUR WORKPLAN CALENDAR, ADJUST ACCORDINGLY.

I WILL ORDER PRODUCT FOR OUTSIDE DIRECT ACCOUNTS FOR 1/5/98 UNLESS NOTIFIED OTHERWISE, AND WILL FORWARD CUSTOMER LIST TO DIRECT ACCOUNTS.

PROMOTION #800005
OUR REGION WILL NOT BE WORKING PROMOTION #800005 (CTS DORAL $1.00 OFF 2-PACKS), BUT WILL HANDLE ANY PROMOTIONAL NEEDS FOR REGIONS WORKING THIS PROMOTION. WE WILL ORDER PRODUCT FOR SAME ARRIVAL (1/5/98) AS PROMOTION #800004 TO OUR DIRECT ACCOUNTS UNLESS OTHERWISE SPECIFIED.

NOTE TO R. SNOW:
PROMOTION #800026
WE WILL UTILIZE THE SAME CUSTOMER LIST FOR THE FEBRUARY CAMEL B4G1F PROMOTION - AND WILL USE SAME DISPLAY LOADS AS REGION 1110. I PROBABLY WILL NOT HAVE TIME TO DO ACTUAL CALCULATIONS UNTIL EARLY DECEMBER - WILL GET INFO TO YOU ASAP.

CC: MacWilliams, Lori

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Source: https://www.industrydocuments.ucsf.edu/docs/rpmn0000

PROMOTION #800007: DORAL $7.50 OFF 15-PACKS

REGION 1110 DIRECT ACCOUNTS

SR TERR	SIS#	FULL NAME	ADDRESS	CITY	STATE	#/ CARTONS PER STYLE DORAL LT	LT 100	LT MN 100	FF	FF 100	ULT LT 100	VAP SIS#	VAP DIRECT ACCT NAME	DIR ACCT SUPPLIER #
163804	103182	THE COUNTRY MILE	RT 31	GREENVILLE	NH	30	60	30	30	60	30	409680	GEO. MELHADO AND CO	971556
163804	104065	THE BIG S	48 MANNING HL	WINCHESTER	NH	15	30	15	15	30	15	409680	GEO. MELHADO AND CO	
163804	104100	VALLEY MARINA	RT 202	RINDGE	NH	15	30	15	15	30	15	409680	GEO. MELHADO AND CO	97762-9
163804	230117	STATELINE GROCERY	ROUTE 12	FITZWILLIAM	NH	15	30	15	15	30	15	409680	GEO. MELHADO AND CO	
163804	230124	BOTTOMS UP	ROUTE 12	FITZWILLIAM	NH	15	30	15	15	30	15	409680	GEO. MELHADO AND CO	
163803	552856	ONE STOP PLAZA CONV.	16 MAIN ST	WINCHENDON	MA	15	30	15	15	30	15	409680	GEO. MELHADO AND CO	60379
163804	643587	CHAS GEM	RTE 10	WINCHESTER	NH	15	30	15	15	30	15	409680	GEO. MELHADO AND CO	
163804	733076	RIVERSIDE GROCERY	RTE 9	W CHESTERFIELD	NH	15	30	15	15	30	15	409680	GEO. MELHADO AND CO	
163805	346403	POST TIME	375 S BROADWAY	SALEM	NH	15	30	15	15	30	15	409680	GEO. MELHADO AND CO	
												CASE TOTALS: 5/10/5/5/10/5		
163804	103172	RT. 13 STATELINE CON	RT 13	BROOKLINE	NH	15	30	15	15	30	15	423295	AUBURN MERCH. DIST.	8347
163805	064556	FOODS PLUS CONV.	ROUTE 125	PLAISTOW	NH	15	30	15	15	30	15	423295	AUBURN MERCH. DIST.	4904
												CASE TOTALS: 1/2/1/1/2/1		
163805	103056	TEXACO PAYSAVER	531 S BROADWAY	SALEM	NH	30	60	30	30	60	30	472920	ALBERT H NOTINI SONS	945550
163805	103069	R&B SUPERETTE	59 BRIDGE ST	PELHAM	NH	15	30	15	15	30	15	472920	ALBERT H NOTINI SONS	944983
163805	104514	SHYERS LOBSTER POUND	RT 28	SALEM	NH	15	30	15	15	30	15	472920	ALBERT H NOTINI SONS	
163805	689422	WORLD FAMOUS STATELN	24 BRIDGE ST	PELHAM	NH	15	30	15	15	30	15	472920	ALBERT H NOTINI SONS	936047
163805	486298	MS. MARKET	176 SAGAMORE ST	MANCHESTER	NH	15	30	15	15	30	15	472920	ALBERT H NOTINI SONS	933689
												CASE TOTALS: 3/6/3/3/6/3		
162301	549130	COLONIAL DELI MART	191 SWANTON RD	SAINT ALBANS	VT	15	30	15	15	30	15	503160	PINE STATE TOB.&CDY.	935072
162302	048345	PAULINS, INC.	BANK STREET	NO BENNINGTON	VT	15	30	15	15	30	15	503160	PINE STATE TOB.&CDY.	932301
162302	114564	BILLMONTS COUNTRY ST	RT 8	STAMFORD	VT	15	30	15	15	30	15	503160	PINE STATE TOB.&CDY.	994616
162302	636765	PAULINS INC.	HISTORIC RT 7A	ARLINGTON	VT	15	30	15	15	30	15	503160	PINE STATE TOB.&CDY.	934497
163805	643523	SALEM EXXON	RT 28	SALEM	NH	15	30	15	15	30	15	503160	PINE STATE TOB.&CDY.	
163807	573876	WILLOW HILL FOOD&BEV	826 CENTRAL ST	FRANKLIN	NH	15	30	15	15	30	15	503160	PINE STATE TOB.&CDY.	908038

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PROMOTION #800007: DORAL $7.50 OFF 15-PACKS

REGION 1110 DIRECT ACCOUNTS

SR TERR	SIS#	FULL NAME	ADDRESS	CITY	STATE	#/ CARTONS PER STYLE DORAL LT	LT 100	LT MN 100	FF	FF 100	ULT LT 100	VAP SIS#	VAP DIRECT ACCT NAME	DIR ACCT SUPPLIER #
163807	579433	LACONIA SPA	65 CHURCH ST	LACONIA	NH	15	30	15	15	30	15	503160	PINE STATE TOB.&CDY.	
163804	490714	ANDY'S STATELINE	83 RIVER RD	HUDSON	NH	15	30	15	15	30	15	503160	PINE STATE TOB.&CDY.	967802
												CASE TOTALS: 4/8/4/4/8/4		
				TOTAL CASES		113	26	[illegible]	[illegible]	26	[illegible]			
				TOTAL DISPLAYS		208								

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PROMOTION #800007: DORAL $7.50 OFF 15-PACKS

REGION 1210 DIRECT ACCOUNTS

#/ CARTONS PER STYLE

D O R A L

SR TERR	SIS#	FULL NAME	ADDRESS	CITY	STATE	LT	LT 100	LT MN 100	FF	FF 100	ULT LT 100	VAP SIS#	VAP D. A. NAME	D.A. SPLR #	ROU
162309	425759	TREASURE CHEST, INC.	DBA LYN'S HALLMARK	MAHOPAC	NY	15	30	15	15	30	15	550558	HAROLD LEVINSON		1210
162309	550256	ALL IN ONE CARD SHOP	RR 6 BOX 22	BREWSTER	NY	15	30	15	15	30	15	550558	HAROLD LEVINSON		1210
162309	179489	CIRCLE CARDS N	345 DOWNING DR	YORKTOWN HT	NY	30	60	30	30	60	30	769601	W.CHSTR CANDY CO		1210
				TOTAL CASES		2	4	2	2	4	2				
				TOTAL DISPLAYS		32									

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	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1	PROMOTION #800007: DORAL $7.50 OFF 15-PACKS						#/ CARTONS PER STYLE								
2	*REGION 1610 DIRECT ACCOUNTS*						*D O R A L*								
3	SR.TER.	SIS#	FULL NAME	ADDRESS	CITY	STATE	LT	LT 100	LT MN 100	FF	FF 100	ULT LT 100	VAP SIS#	VAP DIRECT ACCT NAME	DIR ACCT SUPPLIER #
4	163804	707369	T BIRD MINI MART	ROUTE 119	HINSDALE	NH	30	60	30	30	60	30	23880	ASSOCIATED GROCERS	90626
5													*CASE TOTALS: 1/2/1/1/2/1*		
6	163807	677682	CASE N KEG LACONIA	JEFF MORIN ENTERPRISES	LACONIA	NH	30	60	30	30	60	30	91800	CAPITAL CANDY CO INC	14290
7	163807	743970	CASE N KEG	5 MILL ST	MEREDITH	NH	30	60	30	30	60	30	91800	CAPITAL CANDY CO INC	
8													*CASE TOTALS: 2/4/2/2/4/2*		
9	162302	177009	JACOB & TONEYS IGA	157 MAIN ST	WARRENSBURG	NY	15	30	15	15	30	15	160600	DONAHUE TOBACCO CO	
10	162302	177011	BOB'S VARIETY	47 SOUTH STREET	GLENS FALLS	NY	15	30	15	15	30	15	160600	DONAHUE TOBACCO CO	
11	162302	566184	MINOQUE'S BEVERAGE	AVIATION ROAD	QUEENSBURY	NY	15	30	15	15	30	15	160600	DONAHUE TOBACCO CO	
12	162302	566187	MINOQUE'S BEVERAGE	16 WEST AVE	SARATOGA SPRIN	NY	15	30	15	15	30	15	160600	DONAHUE TOBACCO CO	
13	162302	566189	MINOQUE'S BEVERAGE	ROUTE 9	WILTON	NY	15	30	15	15	30	15	160600	DONAHUE TOBACCO CO	
14	162304	713344	WASH N DRY LAUNDRY	92 MAIN ST	CORINTH	NY	15	30	15	15	30	15	160600	DONAHUE TOBACCO CO	
15													*CASE TOTALS: 3/6/3/3/6/3*		
16	162302	320476	D & G HARDWARE	RT 9 MAIN ST 18	WARRENSBURG	NY	30	60	30	30	60	30	194040	FINKLE DIST INC	
17	162302	452987	EZ DUZZIT	75 SARATOGA AVE	SOUTH GLENS FA	NY	30	60	30	30	60	30	194040	FINKLE DIST INC	
18	162302	722178	THE STORE	139 MAIN ST	WARRENSBURG	NY	15	30	15	15	30	15	194040	FINKLE DIST INC	
19	162303	130283	BEEBE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	30	60	30	30	60	30	194040	FINKLE DIST INC	
20	162303	177253	NAIFS GROCERY	251 N MAIN ST	GLOVERSVILLE	NY	30	60	30	30	60	30	194040	FINKLE DIST INC	
21	162303	619977	COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	15	30	15	15	30	15	194040	FINKLE DIST INC	
22	162303	767356	FIVE CORNER ATLANTIC	378 MARIAVILLE RD	SCHENECTADY	NY	15	30	15	15	30	15	194040	FINKLE DIST INC	
23	162306	767584	A MART MERCHANDISE	746 PAWLING AVE	TROY	NY	15	30	15	15	30	15	194040	FINKLE DIST INC	914234
24													*CASE TOTALS: 6/12/6/6/12/6*		
25	162302	114561	NEXT DOOR	RT 7	POWNAL	VT	15	30	15	15	30	15	204600	SAM FRANK INC	
26	162302	386834	N BENNINGTON VARIETY	BANK STREET EXT	N BENNINGTON	VT	15	30	15	15	30	15	204600	SAM FRANK INC	
27	162302	494957	POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VT	15	30	15	15	30	15	204600	SAM FRANK INC	
28	162302	623997	SARGENT'S SHORT STOP	300 MAIN ST	BENNINGTON	VT	15	30	15	15	30	15	204600	SAM FRANK INC	
29	162302	636227	APOLLO FUELS	RT 149	PAWLET	VT	15	30	15	15	30	15	204600	SAM FRANK INC	
30	162302	657371	BEVERAGE KING	RTE 4A	BOMOSEEN	VT	15	30	15	15	30	15	204600	SAM FRANK INC	
31	162302	776167	WELLS TRADING POST	ROUTE 30 BOX 56	WELLS	VT	15	30	15	15	30	15	204600	SAM FRANK INC	

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	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
2	REGION 1610 DIRECT ACCOUNTS						D O R A L								
3	SR TER	SIS#	FULL NAME	ADDRESS	CITY	STATE	LT	LT 100	LT MN 100	FF	FF 100	ULT LT 100	VAP SIS#	VAP DIRECT ACCT NAME	DIR ACCT SUPPLIER #
32	162302	114544	SMOKERS DEN	HUNT STREET	BENNINGTON	VT	15	30	15	15	30	15	204600	SAM FRANK INC	
33													CASE TOTALS: 4/8/4/4/8/4		
34	162304	903627	LJ'S COHOES DISCOUNT	124 REMSEN ST	COHOES	NY	30	60	30	30	60	30	278580	HERKIMER WHOLE. CO.	911669
35													CASE TOTALS: 1/2/1/1/2/1		
36	162301	717500	MCGREGOR'S PHARMACY	476 MAIN ST	WINOOSKI	VT	15	30	15	15	30	15	281200	HIBBERT & MCGEE INC	
37	163801	679787	PAULS REDEMPTION CTR	RR #1/U.S. RTE. 5	DERBY	VT	30	60	30	30	60	30	281200	HIBBERT & MCGEE INC	132
38	163802	269988	WEST ADDISON GENERAL	RT#17 & LAKE RD	WEST ADDISON	VT	15	30	15	15	30	15	281200	HIBBERT & MCGEE INC	2710
39	163801	334692	BEVERAGE BARON	19 GABLE PL	BARRE	VT	15	30	15	15	30	15	281200	HIBBERT & MCGEE INC	
40	163801	769387	M & M BEVERAGE	DBA FIRED UP	SOUTH BARRE	VT	15	30	15	15	30	15	281200	HIBBERT & MCGEE INC	
41													CASE TOTALS: 3/6/3/3/6/3		
42	162301	633761	MINOR'S DISCOUNT BEV	375 LAKE ST	ST ALBANS	VT	15	30	15	15	30	15	315288	DOWLINGS INC.	2684
43	162301	743959	ALBURG GO GO MART	RR2 ALBURG	ALBURG	VT	15	30	15	15	30	15	315288	DOWLINGS INC.	
44													CASE TOTALS: 1/2/1/1/2/1		
45	162301	177803	RICHARDS GROCERY	71 JOHNSON AVE	PLATTSBURGH	NY	30	60	30	30	60	30	356150	LAVIN CANDY COMPANY	
46	162301	568572	EXPRESS LANE	20 BROAD ST	PLATTSBURGH	NY	15	30	15	15	30	15	356150	LAVIN CANDY COMPANY	
47	162301	724066	CIGARETTE WAREHOUSE	29 SMITHFIELD BLVD	PLATTSBURGH	NY	15	30	15	15	30	15	356150	LAVIN CANDY COMPANY	
48													CASE TOTALS: 2/4/2/2/4/2		
49	163807	755792	CORNER MARKET	201/2 WALKER STREET	CONCORD	NH	30	60	30	30	60	30	396640	MANCHESTER TOBACCO	429155
50													CASE TOTALS: 1/2/1/1/2/1		
51	162303	765418	SMOKERS PARADISE	14 SARATOGA RD	SCOTIA	NY	30	60	30	30	60	30	442680	MOUNTAIN CANDY	
52	162304	777125	SMOKERS PARADISE III	671 NEW LOUDEN RD	LATHAM	NY	30	60	30	30	60	30	442680	MOUNTAIN CANDY	0
53	162305	757620	SMOKERS PARADISE	90 STATE ST	ALBANY	NY	30	60	30	30	60	30	442680	MOUNTAIN CANDY	985499
54	162306	777133	SMOKERS PARADISE V	604 PAWLING AVE	TROY	NY	30	60	30	30	60	30	442680	MOUNTAIN CANDY	0
55	162306	784251	SMOKERS PARADISE VII	RT 7 / HOOSICK ST	TROY	NY	30	60	30	30	60	30	442680	MOUNTAIN CANDY	0
56	162307	178829	THRUWAY PHARMACY_INC	TRUWAY SHP/CTR PLAZA	WALDEN	NY	30	60	30	30	60	30	442680	MOUNTAIN CANDY & CIG	
57													CASE TOTALS: 6/12/6/6/12/6		
58	163804	103186	STATE LINE VARIETY	RT 31 & 124	GREENVILLE	NH	15	30	15	15	30	15	462720	N H TOBACCO CORP	904524
59	163804	559739	HARDSCRABBLE VAR.	880 VALLEY RD	GREENVILLE	NH	30	60	30	30	60	30	462720	N H TOBACCO CORP	919159
60	163805	103073	RAYS STATELINE MKT	4 MAMMOTH RD	PELHAM	NH	15	30	15	15	30	15	462720	N H TOBACCO CORP	921007

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	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
2	REGION 1610 DIRECT ACCOUNTS								D O R A L						
3	SR TER	SISN	FULL NAME	ADDRESS	CITY	STATE	LT	LT 100	LT MN 100	FF	FF 100	ULT LT 100	VAP SISN	VAP DIRECT ACCT NAME	DIR ACCT SUPPLIER #
61	163805	611422	FIRST CHANCE	DBA PELHAM MOBIL	PELHAM	NH	15	30	15	15	30	15	462720	N H TOBACCO CORP	
62	163804	572626	AYOTTES STATELINE	100 RIVER RD	HUDSON	NH	15	30	15	15	30	15	462720	N H TOBACCO CORP	909598
63													CASE TOTALS: 3/6/3/3/6/3		
64	162309	179440	MONUMENT STATIONERY	314 HIGHLAND AVE	PEEKSKILL	NY	30	60	30	30	60	30	509977	H.FOURTUNIS DBA A W	
65													CASE TOTALS: 1/2/1/1/2/1		
66	162303	704360	DOLLAR PLACE	2080 WESTERN AVE	GUILDERLAND	NY	15	30	15	15	30	15	611800	STANDARD ROSENBAUM	72926
67	162304	175520	VITA MART	MILTON AVENUE	BALLSTON SPA	NY	15	30	15	15	30	15	611800	STANDARD ROSENBAUM	
68	162304	500871	VITA MART	114 PARK AVE	MECHANICVILLE	NY	15	30	15	15	30	15	611800	STANDARD ROSENBAUM	
69	162304	596446	SANTOSH K. RAIZADA	4 FIRE RD	CLIFTON PARK	NY	15	30	15	15	30	15	611800	STANDARD ROSENBAUM	
70	162304	762959	THRUWAY BEVERAGE II	1184 STATE ROUTE 29	GREENWICH	NY	15	30	15	15	30	15	611800	STANDARD ROSENBAUM	0
71	162306	130132	SHOPP ON THE GREEN	HEALY BLVD	HUDSON	NY	15	30	15	15	30	15	611800	STANDARD ROSENBAUM	8375
72	162306	475428	TURNPIKE BEVERAGE	112 COLUMBIA TURNPK	RENSSELAER	NY	15	30	15	15	30	15	611800	STANDARD ROSENBAUM	15420
73	162306	563785	THRUWAY BEVERAGE	1621 COLUMBIA TPKE	CASTLETON ON H	NY	15	30	15	15	30	15	611800	STANDARD ROSENBAUM	
74	162306	563785	THRUWAY BEVERAGE	1621 COLUMBIA TPKE	CASTLETON ON H	NY	15	30	15	15	30	15	611800	STANDARD ROSENBAUM	0
75	162306	583069	BEVERAGE MART	79 MAIN AVE	WYNANTSKILL	NY	15	30	15	15	30	15	611800	STANDARD ROSENBAUM	15966
76	162306	637167	J&J RETAIL INC.	DBA $1.00 DEALS	RENSSELAER	NY	15	30	15	15	30	15	611800	STANDARD ROSENBAUM	
77	162306	769337	PITSTOP DISCOUNT BEV	176 ROUTE 66	HUDSON	NY	15	30	15	15	30	15	611800	STANDARD ROSENBAUM	51235
78													CASE TOTALS: 6/12/6/6/12/6		
79	162306	766887	E Z MART	RT 20 & 22	NEW LEBANON	NY	30	60	30	30	60	30	647510	TRADING PORT INC.	9249
80													CASE TOTALS: 1/2/1/1/2/1		
81	163804	278707	ROUTE 63 COUNTRY	525 NORTHFIELD ROAD	HINSDALE	NH	15	30	15	15	30	15	648240	TBI CORPORATION	905190
82	163805	702662	SIGNAL VARIETY	63 PLAISTOW RD	PLAISTOW	NH	15	30	15	15	30	15	648240	TBI CORPORATION	
83													CASE TOTALS: 1/2/1/1/2/1		
84					TOTAL CASES		42	[illegible]	12	2	[illegible]	[illegible]			
85					TOTAL DISPLAYS		672								

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